

Hawaii Tourism Japan 2004 Marketing Update



Mar.17, 2004

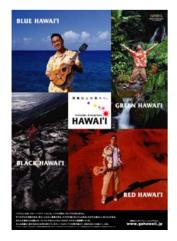
Phase 1: Jan. – Apr.

Posters

Big-size posters for train stations campaign

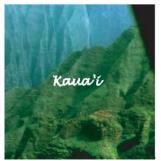


Small-size posters for travel agents



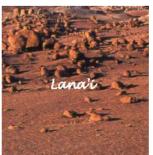
Brochure















Ad Cards

























Web Site <u>www.gohawaii.jp</u>

Objective:

Provide the Japanese consumers with opportunities and information that will enable them to discover or learn about the versatile attractions of the islands of Hawaii, thus promoting a better understanding of Hawaii as a whole.

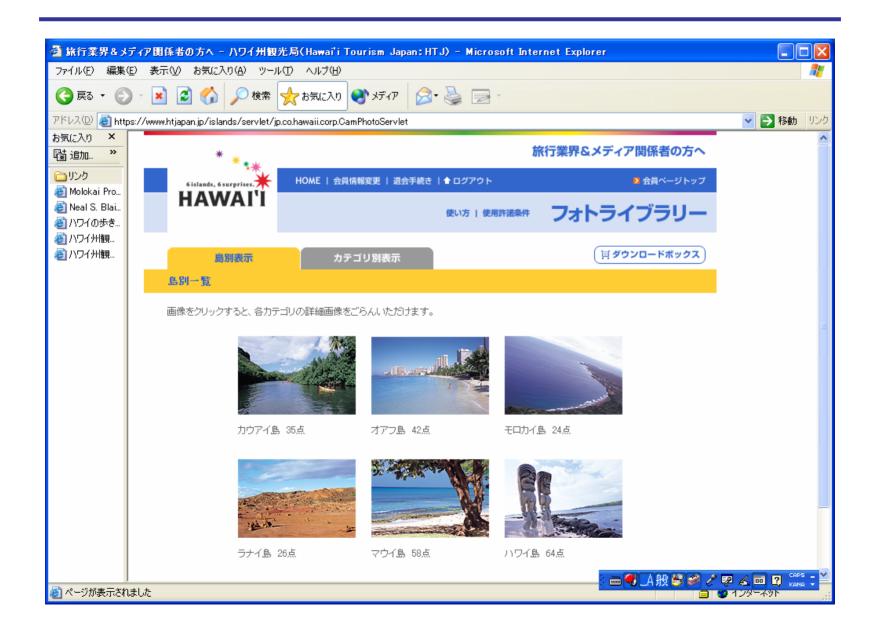
Main Contents:

- · 6islands Virtual Tour
- Million Surprises
- My Favorite Hawaii
- *Special pages for the media and travel trade



Special Pages for Travel Trade & Media





Information Space: "Islands Gallery"

An audio/visual vehicle to introduce new attractions of Hawaii to the general public.

- Map of 6 islands
- Images and music
- Posters
- Brochures
- Ad card
- Web site



〒105-2511

B2 Carretta Shiodome, 1-8-1 Higashi-Shimbashi Minato-ku, Tokyo

Open: 10:00-23:30 throughout the year

Phase 2: May – July

Creative

Posters: 6 posters featuring 6 islands for Ad campaign,

and a small-size posters for travel agents

2. <u>TVCF</u>: 15-sec. x 2 types

3. Radio CM: 60-sec. 15-sec. and 5-sec.

4. Magazine Ads: Target segmented visuals

- Beach

- Art & Culture

- Wedding

- Golf

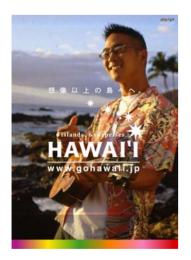
Posters



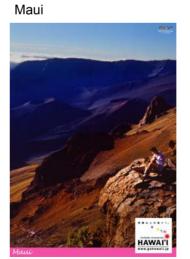














Media Campaign

- 1. Poster: Mid-May for 1 week in Tokyo and Osaka at train/subway stations
- 2. TV: Mid-May in Tokyo and Osaka with Household GRP 2000
- 3. Radio: Holiday special programs in Tokyo and Osaka during GW

May 03: Osaka FM802 10:00-18:55

May 04: Tokyo J-Wave 09:00-18:00

and FM radio spots in late May-Jun.

4. <u>Magazine</u>

May 07: Hana Jikan (Circ. 200,000)

May 21: Golf Digest (Circ. 500,000)

May 25: CAZ (Circ. 120,000)

Jun.: OZ Wedding (Circ. 100,000)

Jun.: JJ (Circ. 640,000)

Jun.08: Kansai Walker (Circ. 250,000)

Jun. 20: Metro (Circ. 200,000)

Jul.: 25an Wedding (Circ. 70,000)

Jul. 06: Tokyo Walker (Circ. 115,000)

Media Tie-up: e.g. Big Island Confirmed Major Coverage

- 1. Feb. 25: "Tokyo Walker"
- 2. Mar. 24: "Watch", TBS morning show 7-min. coverage
- 3. Mar. 30: "Long Stay", Saitama Shimbun
- 4. May. 25: "Playboy"
- 5. May-Jun.: "World Traveler", NWA inflight magazine
- 6. Jun. (tbc): "Miyuki Hatoyama's Spiritual Food"
- 7. Jul. (tbc): TV Tokyo, 75-min. program with Ukyo Katayama, ex. F1 racer

Trade Programs

Seminars

- 1. May 19: Sendai with HPCE
- 2. May 20: Sapporo with HPCE
- 3. May 20: Hiroshima
- 4. May 25: Tokyo with HPCE
- 5. Jun. 03: ACCJ
- 6. Jun. 15: Nagoya with OHPC
- Jun. 16: Osaka with OHPC
- "Planning Guide" in production to meet May seminars
- HPCE: Hawaii Promotion Committee East (Eastern Japan)
- OHPC: Osaka Hawaii Promotion Committee (Western Japan)

FAM Tours

Planning with HPCE & OHPC in Sept.

Major Consumer Events

- Apr. 02-Apr. 04: "Japan/US 2004 Friendship Festival", Yokohama
- 2. Apr. 24-May 05: "Aloha Hawaii" at Venus Fort, Tokyo

*Jake: May 01 & 04

3. May 01-May 05: "Tour Expo" at Intex Osaka

*Jake: May 02 & 02

- 4. May 06: "Hawaii Festival", Hiroshima
- 5. Jul. 18-Aug. 08 Jake concerts in 10 cities
- 6. Aug. 04-Aug. 08: "Hawaii Festival", Yokohama
- 7. Sept. 24-Sept. 26: "JATA/WTF"

Other Major Tie-up Promotions

- 1. "Sea Breeze" TVCF and On-pack promotion
- 2. "Suntory": Tris whiskey promotional campaign
- 3. "Relax": Crimson(Piko)/Magazine House/JAL/other business partners
- 4. "Yahoo Travel" Hawaii Special: Apr. 26-May 31
- 5. "Gourmet Navigator" Hawaii Special

Warmest Aloha & Mahalo,

For more information: info@htjapan.jp